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M&I Data Services and American Management Systems Announce Strategic Alliance To Provide Comprehensive Consumer Lending Solutions to Enhance Customer Relationships

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MILWAUKEE, Oct. 4 /PRNewswire/ - M&I Data Services, a leading financial software and services provider and American Management Systems Inc. (Nasdaq: AMSY), Fairfax, Va., a leading worldwide provider of customer management consulting, systems integration, and retail credit and decision support systems today jointly announced they have signed a strategic alliance agreement. Through this alliance, the two firms are uniquely positioned to provide industry-leading retail credit management consulting and data processing services to a wide spectrum of financial services providers.

The alliance's services will enable its clients to leverage information to retain and grow customer relationships. Under the terms of the agreement, M&I Data Services will offer, on an outsourced basis, AMS's fully automated, state-of-the-art credit management solution, CreditLine, complete with Internet capability and sophisticated decision engine. The CreditLine solution consists of AMS's origination, servicing, and collections offerings - Automated Credit Application Processing System (ACAPS(R)) Enterprise with Credit Xpress, BureauLink(R) Enterprise, Advanced Consumer Lending System (ACLS(R)) Enterprise and Computer-Assisted Collection System (CACS(R)) Enterprise, as well as the Strata(R) Enterprise decision engine.

Full Text (579 words)**Copyright PR Newswire - NY Oct 4, 1999**

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This unparalleled offering combines the outsourcing expertise of M&I Data Services with AMS's industry leadership in credit and customer value management.

"M&I Data Services is excited to enter this alliance with an organization like AMS that furthers our aim of delivering the highest-quality information and data processing services in the industry," said Greg Schmieding, senior vice president and general manager within the Enterprise Solutions Group, M&I Data Services. "These solutions can shave months off market entry plans, while allowing current providers to speed growth and improve profitability."

"Given the increasing competition for financial services customers, all providers regardless of size need to focus on what they do best - serving customers," said Nicholas C. Bradick, AMS vice president and group manager, Consumer Financial Services Group. "The combination of cost-efficient data processing and effective use of information for increased customer value can make a powerful difference in the marketplace."

Headquartered in Milwaukee, Wis., M&I Data Services is a division of Marshall & Ilsley Corporation (Nasdaq: MRIS), a \$22.8 billion holding company. M&I Data Services provides leading-edge technology solutions to the financial services industry, offering consulting, software and processing solutions for financial institutions worldwide.

The company's rapid growth is being fueled by innovative product development, strategic product acquisitions, and strong growth of its customer relationships. The company had total revenues of \$509 million in 1998. For more information visit the M&I Data Services Web site at www.midata.com. AMS's Consumer Financial Services practice specializes in customer management strategy and technology consulting for large institutions. The firm's interactive Customer Value Management (iCVM) methodology enables financial services providers to enhance the value of customer relationships by linking customer management strategies with retail delivery execution across all channels.

AMS is a world-class international business and information technology consulting firm. As one of the 20 largest consulting firms worldwide, AMS provides a full range of services and solutions: eCommerce, customer value management, business re-engineering, change management, knowledge management, systems integration, and systems development and implementation. Founded in 1970, AMS is headquartered in Fairfax, Virginia, with over 8,000 employees and 57 offices worldwide. AMS had 1998 revenues of \$1.06 billion, with eCommerce-related revenues representing 20%, an increase of almost 150% over 1997. Forbes magazine ranked AMS number 94 out of 400 of the best-performing big companies in the U.S. in their "Best of the Biggest." AMS can be found on the World Wide Web at amsinc.com. SOURCE M&I Data Services

[Reference]

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